



# Example of Business Development Director Job Description

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Our innovative and growing company is hiring for a business development director. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for business development director

- Develop and manage strong relationships within a market segment, looking for opportunities to add value for the customer and develop additional revenue
- Develop and execute a lead generation strategy leveraging business development, branch management, partners, program leaders, and external clients
- Cultivate and strengthen relationships with decision makers in Accounting, Finance, and Human Resources across all industries
- Build brand awareness through attendance at various area professional networking events and involvement in external organization and community events
- Build a network of leadership talent across all business functions by networking with other service line leaders
- Effectively follow-up with prospects to develop business through phone contact, email, and meetings
- Work with the greater staffing/recruiting team to provide exceptional staffing service to all clients and help ensure team goals are attained through participation in team strategy meetings
- Promoting Safety leadership across the Sector
- Building superior Client relationships
- Identifying a strong pipeline of pursuits and achieving a high win rate

- Proficient in public-speaking and presentations
- Proficient in public relations activities
- Professional and well-presented
- Positive, enthusiastic and open-minded
- Excellent communication and interpersonal skills, and ability to adapt to audience - executive, technical, finance
- Competitive compensation and banking benefits